

Message Text

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PAGE 01 NAHA 00164 01 OF 02 181011Z

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ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W
----- 071434

R 180846Z APR 75

FM AMCONSUL NAHA

TO USDOC, WASH D.C. UNN

RUEVDFL/USDA/FAS/FMD/ETS, WASH D.C.

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RUEHKO/AMEMBASSY, TOKYO 1131

RUADLTA/AMCONSUL, FUKUOKA 14

RUADJKA/AMCONSUL, OSAKA-KOBE 41

RUADJKA/AMCONSUL SAPPORO 10

UNCLAS SECTION 1 OF 2 NAHA 164

E.O. 11652 N.A.

TAGS: BEXP, BTRA, BTIO, JA

SUBJ: FOREIGN BUYER PROGRAM: TYPE C- OK SUPER VISIT

REF: A-3692, MAY 8, 1974 AND PREVIOUS

1. SUMMARY. OKINAWA FOREIGN BUYERS' GROUP OF 20 MEMBERS, LED BY FSL SHINTARO TAKARA, PLANS VISIT USA APRIL 27 TO MAY 13, PRIMARILY TO ATTEND POULTRY/EGG INSTITUTE OF AMERICA CONVENTION IN NEW ORLEANS AND SUPERMARKET INSTITUTE CONVENTION IN DALLAS (MAY 4-7). WILL ALSO VISIT SAN FRANCISCO, LOS ANGELES, AND HONOLULU. ESTIMATED ANNUAL PURCHASES: \$1,000,000 TO \$5,000,000. END SUMMARY.

PAGE TWO RHAIBQA3748 UNCLAS

2. VISITOR IDENTIFICATION: FIRMS, VISITORS, TITLES OF TOUR MEMBERS.(WTDR'S EITHER IN FTI OR UNDER PREPARATION). ZAHA & CO., MR SABURO ZAHA, PRES. CHINA & CO., MR TEISHO CHINA , PRES. WATANABE SHOJI, MR. EISHO HAMAGAWA, BUSINESS DIRECTOR. NAKASON SHOTEN CO., MR KENJI NAKASONE , PRES. KOKUBA-GUMI CONSTRUCTION CO., MR. YUKIKAZU KOKUBA, DIRECTOR-MANAGER, MR. KOJIRO KOKUBA, DEPUTY-DIRECTOR, ELECTRICAL ENGINEERING DIVISION, MR. KENEI ARAKAKI, DEPUTY DIRECTOR, BUSINESS OPERATIONS DIV. KAMIYA-GUMI CONSTRUCTION CO., MR. ZENYU KAMIYA, PRES. MARUNAKA KENZAI CO., MR. UNCLASSIFIED

UNCLASSIFIED

PAGE 02 NAHA 00164 01 OF 02 181011Z

TOSHIAKI NAKATA, PRES. CHUBU UTILITY CO., MR. DENSHO

ISHIMINE , PRES. TANAKA INDUSTRIES, MR. EIJI TANAKA, PRES.
MEIJIBASHI OIL CO., MR. SHIGETERU HIGA, PRES. NAKAMA WATCH
STORE , MR. GIYU NAKAMA, PRES. OKINAWA SUPERMARKET
COOPERATIVE ASSOCIATION, MR. MITSUHIKO MIYAZATO, MANAGING
DIRECTOR. UEHARA MEAT CO., MR. YUSUKE UEHARA, PRES.
UEHARA SHOKUHINTEN (FOODS) CO., MR. HIDEO UREHARA, PRES.
CROWN SHOJI K.K., MR. JUN KAWATA, PRES. JIMMY'S BAKERY,

PAGE THREE RHAIBQA3748 UNCLAS

MR. SEIHO INAMINE, PRES. RYUKYU FEED CO., MR. CHOTEI
KAKAZU, PRES., AND SHINTARO TAKARA, FSL, AMCONSUL NAHA.
3. PURPOSE. ATTEND POULTRY/EGG INST. FACT-FINDING CONF.
IN NEW ORLEANS (APR 30-MAY2). ATTEND SUPERMARKET
INSTITUTE CONVENTION IN DALLAS (MAY4-7). MEET WITH MEDIUM
SIZE WHOLESALERS IN SAN FRANCISCO AND LOS ANGELES TO
DISCUSS BUYING FOOD PRODUCTS DIRECT FROM U.S. (SPECIFIC
ITEMS AND FIRMS ARE LISTED BELOW).
4. ITINERARY. APR 27, 28-SAN FRANCISCO. APR 29-MAY2, NEW
ORLEANS. MAY 3-7, DALLAS. MAY 8-9, LOS ANGELES. MAY 10-
11, HONOLULU. DETAILED INTINERARY WILL BE SENT TO DOC
CONTROL OFFICER AS SOON AS ONE APPOINTED.
5. NAMES AND ADDRESSES OF FIRMS/ORGANIZATIONS VISITORS
WANT TO MEET. SAN FRANCISCO. APR28. A.M. MEET WITH
U.S.D.O.C.DISTRICT OFFICE REP FOR "INTRODUCTION TO USA
EXPORTS AND DOC SERVICES TO FOREIGN BUYERS". MEET
CONNELL BROS., 320 CALIF. ST., SAN FRANCISCO, TEL. 421-1775,
AMERICAN PRES. LINES, 601 CALIF. ST., SAN FRANCISCO, TEL.
576-4457, AND/ OR SEALAND SERVICE, TRANSPACIFIC/WESTERN
MARKETING DIV., (G.M. COPLE, L.A. MICHAELS, OR H. SIMI).

PAGE FOUR RHAIBQA3748 UNCLAS

TEL. 271-1000, TO DISCUSS SHIPPMG SERVICES TO OKINAWA AND
FINDING SUPPLIERS OF AMERICAN PRODUCTS. P.M. SPECIFIC
APPOINTMENTS FOR VISITORS. ZAHA & CO.- WHOLESALER OF
MAJOR AND SMALL HOUSEHOLD APPLIANCES WHO CAN SHIP 5
CONTAINER LOAD SHIPMENTS ABOUT 6 TIMES A YR. TO OKINAWA,
UNCLASSIFIED

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PAGE 03 NAHA 00164 01 OF 02 181011Z

CONTRACT ON ANNUAL BASIS; WHLSLR OF TAMPONS; WHLSLR OR
MFG OF DEHYDRATED CARROTS, FRENCH FRIED POTATOES,
DRIED POTATO FLAKES. WATANABE SHOJI-WHLSLR OR MFG OF
LOW-PRICE GOOD-QUALITY FURNITURE, PARTICULARLY
UNASSEMBLED OR KNOCK -DOWN FURN. SOLD IN KITS(TOP58803P013);
VISIT LEVITZ-STYLE FURN. WAREHOUSE/RETAIL SALES OUTLET.
CHINA & CO.-WHLSLR/EXPORTER OF DISPOSABLE DIAPERS
(TOP 588/03/P014, COTTON SHEET, TOWELS, DIAPERS, KAMIYA-

GUMI CO.- WHOLESALER/EXPORTER OF ELECTRIC HAND TOOLS,
(SAW, PLANES, DRILLS, PAINT SPRAYERS), INTERIOR BUILDERS
SUPPLIES, ALL-WEATHER EXTERIOR PAINT. MARUNAKA KENZAI-
EXPORTER OF INTERIOR BUILDERS SUPPLIES, TOOLS, WINDOW AND
DOOR FRAMES. CHUBU UTILITY-PLUMBING SUPPLIES/FIXTURES,
TOOLS, CLEANING EQUIPMENT FOR SEWER/WATER PIPES,
AUTOMATIC PUMPS FOR SMALL WATER TANKS, SPRINKLERS

PAGE FIVE RHAIBQA 3748 UNCLAS
FOR LAWNS / GOLF COURSES, SMALL DITCHING MACHINES, WATER
PURIFICATION UNITS FOR HOME USE, PIPE-CUTTING TOOLS, HOME
SECURITY DEVICES AND SYSTEMS. CROWN SHOJI, UEHARA MEAT,
UEHARA FOODS, JIMMY'S BAKERY, RYUKYU FEED CO. AS GROUP)-
FOOD WHLSLR /EXPORTER (NOT INDENT AGENT OR MFG. REP.)
INTERESTED IN EXPORTING ABOUT 2 CONTAINER LOADS PER
MONTH BETWEEN SEPT AND MAR, TO CONTRACT ON ANNUAL
BASIS. WHLSLR /EXPTR OF HARD CANDY IN FANCY PACK. ESTIMATED
ANNUAL SALES TO BE DEVELOPED FROM \$6,000,000 TO \$12,000,000.

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PAGE 01 NAHA 00164 02 OF 02 180950Z

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ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 180847Z APR 75
FM AMCONSUL NAHA
TO USDOC WASHDC UNN
USDA/FAS/FMD/ETS WASHDC
INFO SECSTATE WASHDC 1683
AMEMBASSY TOKYO
AMCONSUL FUKUOKA
AMCONSUL OSAKA
AMCONSUL SAPPORO

UNCLAS SECTION 2 OF 2 NAHA 164
E.O. 11652 N.A.

TAGS: BEXP, BTRA, BTIO, JA
SUBJ: FOREIGN BUYER PROGRAM: TYPE C: OK SUPER VISIT
REF: A-3692 MAY 8, 1974 AND PREVIOUS
5A. CONT. KOKUBA GROUP - VISIT AWARD-WINNING CLUSTER-
TYPE WATERFRONT RESIDENTIAL COMMUNITY IN TIBURON,
MEET THERE WITH DESIGNER, CONSTRUCTOR, OR DEVELOPER
TO DISCUSS POSSIBILITY OF SIMILAR DEVELOPMENT IN OKINAWA.
(NAME AND ADDRESS OF FIRM TO BE SUPPLIED IN LATER MSG.).

PAGE 2 RHAIBQA3749 UNCLAS

TANAKA INDUSTRIES - MEET WHLSLR/EXPTR OF INTERIOR BLDG.
SUPPLIES, COMMERCIAL COOKING AND FOOD-WARMING EQUIPMNT.
OKINAWA SUPERMARKET COOP. ASSOC. - VISIT COOP. SUPERMARKET.
NAKASONE SHOTEN - VISIT WHLSLR/EXPTR OF READY-MADE
CLOTHES, PARTICULARLY LADIES AND CHILDRENS. MEIJIBASHI
OIL CO. - WHLSLR/EXPTR OF MOBILE COMMUNICATIONS EQUIPMNT
(CAR RADIOTELEPHONES, ETC.), AUTOMOTIVE REPAIR EQUIPMNT.
5B. NEW ORLEANS. (APR 30 - MAY2). ALL ATTEND FACT-FINDING
CONVENTION. ADDITIONAL APPOINTMENTS: SIMILAR TO THOSE
ARRANGED IN SAN FRANCISCO. UEHARA MEAT - VISIT CHICKEN
FARM, BROILER PROCESSING/PACKAGING PLANT, WHOLESALE MEAT
MARKET/COMPANIES, MERRIL LYNCH COMMODITY BROKER PROGRAM.
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PAGE 02 NAHA 00164 02 OF 02 180950Z

RYUKYU FEED - GRAIN EXPTR/SHIPPING CO. TO DISCUSS LONG
TERM CONTRACTS FOR ABOUT 6,000 TONS PER MONTH, MERRILL
LYNCH COMMODITIES DEPT. TO DISCUSS COMMODITIES PROGRAM
ADVERTISED IN BUSINESS WEEK. KOKUBA GROUP - VISIT MARINA
DESIGN FIRMS, VISIT LIBBY-OWENS-FORD, JEFERSON BANK BLDG.,
METRIE, TEL. 835-0381, TO DISCUSS THERMOPANE/VARITRAN
GLASS AND REDUCTION OF ENERGY/AIR-CONDITIONING COSTS;
VISIT IBM, 2640 CANAL ST., TEL. 821-3300, TO DISCUSS IBM SYSTEM/7

PAGE 3 RHAIBQA3749 UNCLAS

INSTALLATION TO CONSERVE ELECTRICTY COSTS IN BUILDINGS.
TANAKA INDUSTRIES - FLY TO FLORENCE, ALA. TO MEET WITH
NATL FLOOR PRODUCTS CO., TEL (205)-766-4969, ON ESTIMATED
\$300,000 ORDER FOR IMITATION MARBLE VINYL FLOOR TILE.
5C. DALLAS, MAY 4-6. ALL ATTEND SUPERMARKET CONVENTION.
ADDITIONAL APPOINTMENTS: SIMILAR TO THOSE IN SAN FRANCISCO
AND NEW ORLEANS. KOKUBA GROUP - MEET WITH LIBBY-OWENS-
FORD TO DISCUSS BUILDINGS WITH THERMOPANE/VARITRAN GLASS,
MEET WITH IBM TO DISCUSS SYTEM/7 (IF UNABLE TO DO SO IN
NEW ORLEANS AMD/OR WANT ADDITIONAL INFORMATION). TANAKA
INDUSTRIES - MEET MR. JOHN FREDRICK, PRES., COLONY HOUSE,
INC., 139 HOWELL ST., TEL. 742-2723, TO DISCUSS \$20,000 ORDER

IMMEDIATELY AND \$100,000 EST. SALES OF COMMERCIAL COOKING AND FOOD-WARMING EQUIPMENT.

5D. LOS ANGELES, MAY 8 AND 9. MAY 8, 11 A.M. MEET WITH BRISTOL FOODS, INC., 3241 E. 44TH ST., MR. PHILIP T. WOLFSTEIN, EXPORT MGR., TEL. (213)-582-0791, TO DISCUSS EXPORTS OF MEAT AND FOOD PRODUCTS, SUPERMARKET DEVELOPMENT, (FOR OKI SUPER COOP., UEHARA MEAT, UEHARA FOOD, CROWN SHOJI, JIMMY'S BAKERY, RYUKYU FEED). ZAHA, WATANABE SHOJI, NAKASONE SHOTEN,

PAGE 4 RHAIBQA3749 UNCLAS

APPOINTMENTS SIMILAR TO THOSE IN SAN FRANCISCO. TANAKA INDUSTRIES - GENL. FELT INDUSTRIES. CO., 6025 E. RANDOLPH ST, TEL. (213)728-0151, TO DISCUSS IMMEDIATE PURCHASE OF ESTIMATED \$300,000 WORTH OF FELT/WOOL CLOTH, POSSIBILITY OF AGENCY AGREEMENT FOR SAME. KOKUBA GROUP - MEET MR. T.P. COLLIER UNCLASSIFIED

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PAGE 03 NAHA 00164 02 OF 02 180950Z

OF T.P. COLLIER ASSOC., 10889 WILSHIRE BLVD., TEL 477-5515, TO DISCUSS MARINA DEVELOPMENT, EXIMBANK PROJECT FINANCING FOR GOODS AND SERVICES. REST OF GROUP - APPOINTMENTS SIMILAR TO THOSE IN SAN FRANCISCO. MAY 9. GROUP MEETING BRISTOL FOODS CONTINUE DISCUSSIONS AND/OR MEET WITH T.P. COLLIER TO DISCUSS SUPERMARKET DEVELOPMENT WITH EXIM FINANCING AND FOOD PRODUCTS EXPORTS FROM FOOD COOP. KOKUBA GROUP - MEET MR. ROBERT D. NICHOL, MOFFIT & NICHOL, 250 WEST WARDLOW, LONG BEACH, TEL. 774-9411, TO DISCUSS MARINA, NEW TOWN DESIGN AND CONSTRUCTION, POSSIBILITY OF JOINT VENTURE OR TECHNICAL DESIGN CONSULTANCY, (1/2 DAY); MEET MR. IVOR KOONIN, KOEBIG & KOEBIG, 1053 SUNSET BLVD., TEL. 629-3182, TO DISCUSS MARINA/NEW TOWN DESIGN/CONSTRUCTION, JOINT VENTURE OR TECHNICAL DESIGN CONSULTANCY, (1/2 DAY). 5E. HONOLULU. MAY 10, MID-AFTERNOON, COURTESY CALL ON

PAGE 5 RHAIBQA3749 UNCLAS

GOV. ARIYOSHI (ABOUT 30 PCT OF JAPANESE-AMERICANS IN HAWAII HAVE ROOTS IN OKINAWA).

5F. DEPT COMMERCE ASSISTANCE REQUESTED: COORDINATE WITH FSL SHINTARO TAKARA, GROUP LEADER, IN MAKING ABOVE APPOINTMENTS.

6. POTENTIAL PURCHASES. IMMEDIATE: \$1,000,000 TO \$5,000,000. PROJECTED: SUBSTANTIAL, BUT UNABLE ESTIMATE.

7. MISC. INFO. REGRET SHORT NOTICE. MOST OF SAN FRANCISCO AND LOS ANGELES FIRMS ARE EXPECTING THIS GROUP. SENDING ADDITIONAL INFO SUCH AS WTDR'S, TOP'S IN LATER MESSAGES. SYLVESTER

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Message Attributes

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